### Family Farm Forum

#### Welcome



**USDA-CSREES** 

May 29, 2008 2:00 – 3:30 p.m.

**Family Farm Forum** 

#### INTRODUCTION

Enhance research, teaching and outreach programs on topics of importance to family farms

- Promote discussion and networking among stakeholders
- Provide information about CSREES funding opportunities
- Enhance impacts of CSREES supported programs by disseminating information and encouraging participation

#### Introduction

The Family Farm Forum consists of:

Bi-annual Update on a selected topic of importance to small and medium-sized family farms

Farm Transition - Exit, Entry and Planning

Bi-annual web-conference to discuss selected CSREES programs, funded projects and stakeholder interests

# Polling Question # 1

The topic for the next Family Farm Forum should be:

- 1. Local food systems
- 2. Women in agriculture
- 3. Other

send suggestions to Patricia: <a href="mailto:pmcaleer@csrees.usda.gov">pmcaleer@csrees.usda.gov</a>

# Technology

Use the chat pod to ask questions and respond to others

If your question is not answered, repeat the question

You can respond to individuals or all as a group

For a copy of this webinar or the Update contact Patricia at <a href="mailto:pmcaleer@csrees.usda.gov">pmcaleer@csrees.usda.gov</a>

### Agenda for Webinar

Farm Transition – Introduction & General Q&A Overview of Funding Opportunities

National Research Initiative & SBIR

FarmLASTS Project

Risk Management Education

**SARE Program** 

Q & A on Funding Opportunities

General Discussion: How do we build on our strengths and address our weaknesses?

Closing Remarks

#### Farm Transition Issues

Average age of Family Farm operators increasing

2002 Census of Agriculture:

- >26% aged 65 or older
- <6% under 35
- ~9% operations report multiple generations

Will **replenishment** be a serious problem for Family Farms in the next decade?

# Family Farm Typology

# Large-scale Family Farms

Age Multigenerations

Very large: 52 17%

Large: 52 16%

Share U.S. production: >60%

### Large-scale Family Farms

is replenishment adequate?

can consolidation continue?

long term sustainable approach to farming?

### Polling Question # 2

The Family Farm Forum should focus on farms with gross sales:

- 1. Under \$250,000 per year
- 2. Under \$500,000 per year
- 3. All family farms
- 4. Other

send suggestions to Patricia: <a href="mailto:pmcaleer@csrees.usda.gov">pmcaleer@csrees.usda.gov</a>

# A Closer Look at Small Family Farms

Nearly 2 million

Total numbers dropping very slowly

~ 4% decline 1997 - 2002 Census

Very heterogeneous group

Many issues are inter-related

#### **Retired Farmers**

A large group -> 330,000

Oldest age set – 67

Include semi – retired farmers?

Experience, assets

Lack of heirs?

#### Small-scale Active Operations

Farming main occupation
ERS medium and low sales groups
+ farmers with major off farm jobs

Vulnerable to market forces

Constraints
Cost of land and operating capital
Knowledge
?

### Small-scale Active Operations

How can we support these producers? mentoring and matching services marketing; information, capital, risk....

How / can they achieve a livable family income through small scale farming?

Will policy changes favoring horticultural production offer new opportunities?

#### Limited Resource Producers

~ 200,000 – undercounting

Very low on and off-farm income

~ 11% minority producers

Second oldest group ~ 65

Problems with estate planning

Loss of farms

Fractionation

#### Residential / Lifestyle Farmers

By far the largest group >800,000 and growing

Very heterogeneous "Hobby farmers" Cow-calf other?

Effects on resources

The Future?

#### Farm Transitions

General Q & A

#### Farm Transitions

# OVERVIEW OF RELEVANT FUNDING OPPORTUNITIES

# Agricultural Prosperity for Small and Medium-sized Farms (NRI)

This program investigates how economic and environmental interactions affect the competitiveness, efficiency, and long-term viability of small and medium-sized farms and ranches

One FY 2008 priority is how land-use change, farm transition, and farm entry issues affect the prosperity of small and medium-sized farms, the ecosystem, and rural prosperity

An Integrated Program – need to include at least 2 of the following 3 activities: extension, teaching and/or research

# Agricultural Prosperity for Small and Medium-sized Farms (NRI)

Submission deadline: June 5th, 2008

Available funding: \$5.3 million

Funding success rate: 29%

For additional information, including eligibility requirements, abstracts of funded projects, etc: <a href="http://www.csrees.usda.gov/funding/nri/nri.html">http://www.csrees.usda.gov/funding/nri/nri.html</a>

Program contact: S. Sureshwaran

Email: <a href="mailto:ssureshwaran@csrees.usda.gov">ssureshwaran@csrees.usda.gov</a>

# Small Business Innovation Research Grants (SBIR)

Grants to qualified small businesses in support of high quality, innovative research related to important opportunities in agriculture that could lead to significant public benefit if successfully commercialized

FY 2009 funding is estimated at \$19 million, allocated over 12 broad topic areas in proportion to the number of proposals received

# Small Business Innovation Research Grants (SBIR)

Topics of most relevance to family farms:

Small and Mid-sized Farms

Markets and Trade

Rural Development

More information about the program:

http://www.csrees.usda.gov/funding/sbir/sbir.html

#### Program contacts:

S.Sureshwaran: <a href="mailto:ssureshwaran@csrees.usda.gov">ssureshwaran@csrees.usda.gov</a>

Charles Cleland: <a href="mailto:ccleland@csrees.usda.gov">ccleland@csrees.usda.gov</a>

# NRI and the SBIR Programs

Few proposals funded on the topic of Farm Transition

See *Kathryn Ruhf*, an example from the NRI

What can be done to disseminate information about funding opportunities available in the competitive grants programs at CSREES?

# The FarmLASTS Project: FarmLand Access, Succession Tenure and Stewardship

The purpose of this project is to discover and share new approaches, models and strategies that foster farm/ranch\* entry, succession and stewardship. This project seeks to improve how farm and ranch land is acquired, stewarded and passed on

This project conducts research, education and outreach on:

Farmland access and tenure for farm entrants

Farm succession challenges for exiting farm operators

The impacts of tenure and succession arrangements on land use and the environment

\* All references to farms and farmland include ranches and ranchland

# The FarmLASTS Project: FarmLand Access, Succession Tenure and Stewardship

Agriculture service providers will be able to access information, findings and resources from this project by:

Attending our national conference, June 10-11, 2009 in Denver, Colorado

Using the curriculum modules being developed for entering farmers

Obtaining and referring to the Extension manual on these subjects that is being developed by the project team

Attending a regional training sponsored by the project Referring to the project's research report

### The FarmLASTS Project: FarmLand Access, Succession Tenure and Stewardship

For more information or collaboration, please contact: Kathy Ruhf, project co-director

kzruhf@verizon.net

413-323-9878

www.uvm.edu/farmlasts

# The FarmLASTS Project: FarmLand Access, Succession Tenure and Stewardship

Over 70% of U.S. farm/ranch land will change hands over the next twenty years. Traditional methods of farm transfer are not adequate to address today's challenges and complexities. At the same time, farm entrants face formidable obstacles to obtaining farms and ranches

What new approaches and models can help both beginning and exiting farmers successfully address land access and transfer?

Who needs to be involved?

How can professionals build capacity to assist farm families?

What policy change is recommended?

### Polling Question # 3

Have you ever applied to any of these programs?

- 1. NRI
- 2. SBIR
- 3. RME
- 4. SARE
- 5. Other CSREES
- 6. Multiple CSREES

#### Mission:

To improve the risk management decision-making processes of agricultural producers through an educational program focusing on production, marketing, financial, legal and human resources risks

#### Four Regional RME Centers:

Northeast

North Central

Western

Southern

National Ag Risk Education Library: online library of risk management materials which includes: the Ag Risk Library, the Specialty Crop Library, the Budget Library and the FINBIN financial database <a href="https://www.agrisk.umn.edu">www.agrisk.umn.edu</a>

Risk Management Agency (RMA): provides grant funding on agricultural risks and also posts materials and funding opportunities on the <a href="https://www.agrisk.umn.edu">www.agrisk.umn.edu</a> website. Funding opportunities: Commodity Partnerships Small Sessions; Outreach Partnerships; Commodity Partnerships; Targeted States

**Methods to meet mission**: Competitive Grants (annual) – announced Fall and awarded Spring/Summer

**Ways to engage**: Apply for or collaborate on a grant in your region from RME or RMA; Provide Training/Education in your region – Extension focused. Consult online risk library for tools and materials.

Who is eligible: public and private groups, land grant, extension and other educational institutions, those with demonstrated capacity to deliver risk management education programs, including to socially disadvantaged producers; farm organizations, commodity groups, lenders, consultants, marketers, crop insurance agents and others

Annual Conferences: March 31 – April 1, 2009 – Annual RME Conference, Reno, NV

National Women in Agriculture Educators Conference: April 1-2, 2008 – OKC (presentations online)

Pre-conference sessions at RME conferences have included: farm estate planning and succession planning and agricultural legal issues

Searchable database on materials developed relating to farm succession, estate planning and financial issues relating to farming entry and exit

**Strength** of RME and RMA programs is program focus on the five major risk areas which aid farm families in decision-making; programs designed for leveraged participation; results verification

#### **Questions:**

Who are the new audiences?

Residential farmers – how and who to reach?

When does outreach to "next generation" begin? K-12; Secondary; College; Organizations; Other

Multi-generational farms – how to manage transfer of control and ownership

Absentee landowners – making the connection?

#### More questions:

Program content development & investment

Do we have necessary content and need to focus on "getting on the ground?"

If not, what are new content needs?

#### Family issues:

how to work within the family, not just with conflict resolution specialists – who are they?

#### Legal tools:

Do we have the right farm succession tools in the toolbox?

#### Mission:

Advance – to the whole of American agriculture – innovations that improve profitability, stewardship and quality of life, by investing in critical research, education and outreach

#### Methods:

Competitive Grants
State Programs
Information & Outreach

# Ways to engage:

Apply or collaborate on a grant

Research and Education

Professional Development

Producer

Others (specific to regions)

Tap our national information (books, bulletins, databases, case studies)

Get involved with state SARE program

How to get find out more and contact us: <a href="https://www.sare.org">www.sare.org</a>

Apply for a grant: see "apply" tab, then follow links to regions

Tap national information: see Publications & Success Stories tabs

State Programs: see State Sustainable Agriculture Coordinators listed under Contacts

#### Issue for discussion:

How can we spread the results/benefits of SARE-supported projects (such as those described in the Family Farm Forum) to a wider audience?

#### **General Discussion**

How do we build on our strengths and address our weaknesses?

Participant Questions

#### General Discussion - continued

#### **Enhancing Impacts of CSREES Programs:**

- 1. How can we spread the results/benefits of all CSREES programs?
- 2. What new approaches and models need to be developed and who needs to be involved?
- 3. What research, education and extension projects are needed to help young people become a stronger next generation of family farmers?

# Concluding Remarks Franklin E. Boteler Deputy Administrator, CSREES

Purpose of Forum

Thank you for participation

Highlight main points

Send feedback to Patricia McAleer:

pmcaleer@csrees.usda.gov

#### Polling Question # 4

Are you likely to attend another Family Farm Forum?

- 1. Very likely
- 2. Somewhat likely
- 3. Unlikely